

PALM VALLEY

July 2025 | Real Estate Market Report

Who you
hire matters!

SOLD
For Full
List Price -
\$1,850,000 in 56 Days!



*Another Listin' with Kristan **SOLD** For \$1,850,000 in 56 Days!*

169 River Marsh Drive, Ponte Vedra Beach, FL 32082

Consider it sold when you are *Listin' with Kristan!*



KELLERWILLIAMS
Luxury
INTERNATIONAL

Presented by Kristan Cloud-Malin
Your Palm Valley Real Estate Specialist & Neighbor



Who you hire matters
and who you fish with
matters too!

Nabbed 1st place in the Lady
Angler division of the Old School
Kingfish Shootout 2025 with a 35.4
lb. fish! Contact me for an authentic
discussion regarding the market
and getting your property sold!

Listin' with
Kristan



HOMES CURRENTLY LISTED IN PALM VALLEY

INTRACOASTAL HOMES

Intracoastal Homes Currently Active: 11
List Price Range: **\$2,500,000 - \$10,500,000**

NON-ICW HOMES

Non-ICW Homes Currently Active: 10
List Price Range: **\$795,000 - \$3,325,000**

LOTS CURRENTLY LISTED IN PALM VALLEY

INTRACOASTAL LOTS

Intracoastal Lots Currently Active: 6
List Price Range: **\$1,500,000 - \$1,987,000**

NON-ICW LOTS

Non-ICW Lots Currently Active: 4
List Price Range: **\$625,000 - \$4,700,000**

Since our last newsletter: one intracoastal lot sold in River Landing. You can see it in RED below. There are three new intracoastal lots and one new non-intracoastal lot that came on the market. One non-intracoastal lot and one intracoastal home went under contract. One intracoastal home that was under contract went back on the market. There were six price reductions.

PROPERTIES SOLD JULY 1ST, 2024 - JUNE 30TH, 2025

Status	Address	Property Type	Intracoastal Y/N	Beds	Baths	Est. Sq. Ft.	Original List Price	Sold Price	Sold PSF PFF/PA	Sold Date	Days on Market
Sold	83 N. Roscoe Boulevard	Single-Family Home	Yes	11	7	4,205	\$2,950,000	\$2,400,000	\$571	04/30/25	126
Sold	9 S. Roscoe Boulevard	Single-Family Home	Yes	4	3.5	3,149	\$4,995,000	\$4,800,000	\$1,524	04/13/25	10
Sold	225 S. Roscoe Boulevard	Single-Family Home	Yes	5	4.5	3,919	\$4,250,000	\$3,275,000	\$836	03/26/25	286
Sold	105 S. Roscoe Boulevard	Single-Family Home	Yes	3	2.5	1,884	\$2,075,000	\$2,100,000	\$1,115	03/03/25	2
Sold	301 S. Roscoe Boulevard	Single-Family Home	Yes	4	5.5	5,760	\$7,750,000	\$7,100,000	\$1,233	09/17/24	100
Sold	31 Cat Road	Single-Family Home	Yes	4	3.5	3,296	\$3,700,000	\$2,450,000	\$280	08/30/24	87
Sold	173 N. Roscoe Boulevard	Single-Family Home	Yes	4	3.5	2,806	\$2,550,000	\$2,400,000	\$855	08/28/24	142
Sold	191 N. Roscoe Boulevard	Single-Family Home	Yes	5	5.5	5,057	\$6,695,000	\$4,000,000	\$791	07/05/24	403
Sold	331 S. Roscoe Boulevard	Single-Family Home	Yes	7	6.5	6,982	\$5,500,000	\$3,300,000	\$473	07/02/24	531
Sold	461 Shell Ridge Lane	Single-Family Home	Yes	6	5	5,196	\$3,985,000	\$3,985,000	\$767	12/05/24	7
Sold	206 Sanctuary Estates	Single-Family Home	No	4	3.5	4,275	\$1,875,000	\$1,820,000	\$426	03/14/25	9
Sold	260 S. Roscoe Boulevard	Single-Family Home	No	4	3.5	2,860	\$1,895,000	\$1,767,500	\$618	05/28/25	63
Sold	368 N. Roscoe Boulevard	Single-Family Home	No	5	3	2,810	\$1,545,000	\$1,520,000	\$541	10/31/24	10
Sold	414 N. Roscoe Boulevard	Single-Family Home	No	3	3.5	2,692	\$1,550,000	\$1,450,000	\$539	09/19/24	6
Sold	74 Coastal Grove Court	Single-Family Home	No	5	5.5	4,856	\$3,200,000	\$3,150,000	\$649	01/28/25	15
Sold	276 Canal Boulevard	Single-Family Home	No	3	2	1,965	\$735,000	\$750,000	\$374	09/23/24	3
Sold	204 S. Wilderness Trail	Single-Family Home	No	4	2	2,433	\$1,600,000	\$1,600,000	\$658	04/23/25	8
Sold	580 N. Wilderness Trail	Single-Family Home	No	5	4	4,253	\$2,497,400	\$2,250,000	\$529	02/12/25	215
Sold	110 S. Wilderness Trail	Single-Family Home	No	5	3.5	3,518	\$1,750,000	\$1,799,900	\$497	12/03/24	233
Sold	230 S. Wilderness Trail	Single-Family Home	No	2	2	1,152	\$1,179,500	\$900,000	\$781	07/25/24	135
Sold	127 N. Roscoe Boulevard	112' x 400'	Yes	N/A	N/A	N/A	\$2,000,000	\$2,100,000	\$17,857	12/27/24	0
Sold	409 N. Roscoe Boulevard	75' x 400'	Yes	N/A	N/A	N/A	\$1,850,000	\$2,000,000	\$24,667	12/06/24	12
Sold	295 Shell Ridge (52)	100' x 210'	Yes	N/A	N/A	N/A	N/A	\$1,220,000	\$12,200	06/10/25	NL
Sold	520 Autumn Tide Trail (36)	105' x 229'	Yes	N/A	N/A	N/A	\$1,800,000	\$1,800,000	\$17,143	03/04/25	230
Sold	519 Shell Ridge Lane (64)	100' x 220'	Yes	N/A	N/A	N/A	\$1,250,000	\$1,250,000	\$12,500	02/26/25	152
Sold	313 Shell Ridge Lane (53)	100' x 209'	Yes	N/A	N/A	N/A	\$1,675,000	\$1,600,000	\$16,000	02/07/25	NL
Sold	501 Shell Ridge Lane (63)	100' x 219'	Yes	N/A	N/A	N/A	\$1,200,000	\$1,200,000	\$12,000	09/10/24	132
Sold	391 Shell Ridge Lane (57)	100' x 232'	Yes	N/A	N/A	N/A	\$1,500,000	\$1,500,000	\$15,000	08/22/24	828
Sold	530 Autumn Tide Trail (35)	125' x 282'	Yes	N/A	N/A	N/A	\$1,900,000	\$1,900,000	\$15,200	08/05/24	146
Sold	481 Shell Ridge Lane (62)	100' x 212'	Yes	N/A	N/A	N/A	\$1,200,000	\$1,200,000	\$12,000	07/10/24	103
Sold	2 N. Roscoe Boulevard	1.67 Acres	No	N/A	N/A	N/A	\$895,000	\$895,000	\$535,928	12/27/24	221
Sold	189 Canal Boulevard	0.35 Acres	No	N/A	N/A	N/A	\$599,900	\$540,000	\$1,542,857	11/18/24	276





“We were delighted to partner with Kristan to sell our 4,500 sq. ft. contemporary Italian villa by the beach. From the outset, Kristan worked with us to set a good price based on market data and professional knowledge of local buyers. Other agents we consulted dangled unrealistically high prices to lure us in, which would have led to a delayed sale, several price drops, and disappointment. Our experience with Kristan was one based on excitement, anticipation, and success. Kristan and her associate, Wanda, helped us show our house at its very best, contracting great photographers and videographers and staging it with care. They kept us in the loop even when we were out of the country. We felt like partners in the sales process. Kristan was sensitive to our emotions selling a much beloved house due to relocation. Her follow-through with potential buyers was thorough, and she secured a buyer in a much shorter time than the market would have predicted, in the perfect deal for the buyers and ourselves. Kristan was the best asset to have in our real estate arsenal. We have confidently referred our friends and neighbors to *Listin' with Kristan*.”

— Janice and Stephen Rippon, 169 River Marsh Drive, Ponte Vedra Beach, FL 32082



JULY 1ST, 2024 -
JUNE 30TH, 2025

PALM VALLEY

Intracoastal Homes

Median Active List Price (11)	\$4,350,000
Median Sold Price (10)	\$3,287,500
Median Sold Price/List Price Ratio	87%



Median Sold
Price Per SQ. FT.



Median Days
on Market (Sold)

Non-ICW Homes

Median Active List Price (10)	\$2,156,500
Median Sold Price (10)	\$1,683,750
Median Sold Price/List Price Ratio	97%



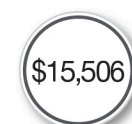
Median Sold
Price Per SQ. FT.



Median Days
on Market (Sold)

Intracoastal Lots

Median Active List Price (6)	\$1,747,500
Median Sold Price (10)	\$1,550,000
Median Sold Price/List Price Ratio	100%



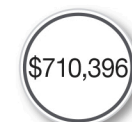
Average Sold Price
Per Front Foot



Median Days
on Market (Sold)

Non-ICW Lots

Median Active List Price (4)	\$922,500
Median Sold Price (2)	\$717,500
Median Sold Price/List Price Ratio	95%



Average Sold Price
Per Acre



Median Days
on Market (Sold)

*Data pulled from the NEF MLS for the period of July 1st, 2024 - June 30th, 2025.

Whether you're looking for an investment property or looking to relocate, I can help you achieve your goals. Call me today at **904.382.5526**.



Kristan Cloud-Malin, PA
REALTOR®, CRS

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Kristan*



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**Under
Contract
in 5 Days!**

**For Sale
\$1,500,000**

109 Bent Oak Drive, Ponte Vedra Beach, FL 32082

Live the Ponte Vedra Beach lifestyle in this impeccably crafted concrete block home, showcasing astonishing attention to detail and quality craftsmanship throughout. Ideally located just one mile from Mickler's public beach and zoned for top-rated St. Johns County schools, this 4-bedroom, 5-bath residence offers 3,529 square feet of thoughtfully designed living space.